

What Can Be Done to Mitigate Loss from Collection Failure? "KYC" Know Your Customer & The Use of "Collectability Index"



Speakers:

Alexander Lo, CEO, FaBuTX Ltd

Norris Chan, Senior Consultant, Receivable Management Services (HK) Ltd

**** Language: Cantonese ****

Most exporters and traders are eager to do more business, and often, they skipped the Know Your Customer or KYC process (also known as due diligence). The absence of KYC process is estimated to cause the failure of over 20% of collection cases. Besides, company may be unintentionally involved in money laundry or fraudulent cases if the company does not check its trading partners. In this seminar, speakers will discuss how to effectively use the "Collectability Index" to reduce the failure to recover bad debts.

Who should attend:

Corporate managers responsible for compliance, credit management, account receivable, or collection

Outline:

- Why KYC is the most important base for collection of bad debts?
- Best practices of KYC
- How to use the lowest cost to do KYC?
- How to use the "Collectability Index"
- Case study sharing

Speaker(s) :

Alexander Lo, CEO, FaBuTX Ltd

Alexander has over 30 years of experiences in business information management, compliance, credit management and information technology. Previously, he has held leadership positions in the world's leading business information providers, including Managing Director of Thomson Reuters Asia, and General Manager of Dun & Bradstreet (D&B), Hong Kong and Taiwan. Alexander is a frequent speaker in media, academic institutions, and industry seminars & conferences across Greater China, focusing on compliance & credit management.

Norris Chan, Senior Consultant, Receivable Management Services (HK) Ltd

Norris Chan has over 30 years of hands-on experience in the debt collection industry. As a veteran debt receivable practitioner, Chan and his team have managed portfolios exceeding billions of US dollars. He is a popular speaker and has conducted over a thousand seminars in Greater China.

Language:

Cantonese

Date and Time:

12 Nov 2020 (15:00 to 17:30)

Fee:

Booking through RMS:
only HK\$380 per person

Venue:

HKGCC Chamber Theatre
22/F United Centre

BOOKING FORM (Fax: 2201 8288) -----

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Enquiry: Wing Lau Tel: 2201 8296 wing.lau@iqor.com

Company:

Contact Person:

Tel:

Email:

Name of attendee: Mr/Ms

Position:

Email:

PAYMENT BY



Cheque:

HK\$

(payable to **The Hong Kong General Chamber of Commerce**)

Please post to **Ms Cathy Chan, HKGCC, 22/F United Centre, 95 Queensway, HK**



Cash Deposit/Transfer to HSBC A/C:500-166897-838

(please fax the payment slip to **Cathy Chan at 2821-9582**)